

Director of Philanthropy

The Phoenix-based Goldwater Institute, hailed by George Will as “America's most potent advocate of limited government,” seeks an experienced, enthusiastic, and detail-oriented Director of Philanthropy.

The Director of Philanthropy is responsible for leading the fundraising team in developing, implementing and supervising fundraising initiatives in support of the Institute’s mission. The Director will oversee a new strategic fundraising initiative designed to double the Institute’s base of support in a two-year period. The Director directly manages three development associates and anywhere from two to five interns, and works closely with development consultants and the Institute’s policy, communications, and litigation teams. The Director oversees all Institute events and is responsible for developing and sustaining relationships with Institute donors, prospective donors, and community leaders. This position reports to the President.

Minimum Requirements

- A bachelor’s degree
- Six to ten years of related work experience in fundraising and development, preferably in politics or public policy organizations with annual budgets exceeding \$10 million, more experienced candidates welcome to apply
- Local and national fundraising relationships
- A demonstrable history of setting and achieving concrete fundraising goals
- Excellent writing skills
- Excellent verbal and interpersonal communication skills
- Enjoy working in a fast-paced environment and
- Understand and embrace the Institute’s mission and public policy objectives

Qualified candidates will have a proven track record of success in identifying and cultivating donor relationships, exercise maturity, professionalism and integrity at all times, possess excellent management and mentoring skills, and be able to handle multiple projects in a growing organization.

Goldwater pays a competitive salary and provides excellent benefits: employer-paid group health insurance, health savings accounts, 403(b) plan with an employer match, long-term disability insurance, accidental death and dismemberment insurance, life insurance, accrued vacation and sick time, and a voluntary dental plan.

Send cover letter (explaining your philosophical interest in Goldwater), resume, and two writing samples, not to exceed 10 pages total, to claire@talentmarket.org. No phone calls, please.

The Goldwater Institute is an equal opportunity employer. The Goldwater Institute was established in 1988 as an independent, non-partisan research and educational organization dedicated to the study of public policy. Through its research and litigation the Institute promotes public policy founded upon the principles of limited government, economic freedom, and individual liberty, www.goldwaterinstitute.org.